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Comprehensive Report

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ATTN: Adrian Balderrama

Report Printed: SEP 02 2005

Overview

BUSINESS SUMMARY

BLAES ENVIRONMENTAL MANAGEMENT INC
 1433 N 3rd Ave
 Phoenix, AZ 85003

D&B D-U-N-S Number: 11-177-3024

This is a **single** location.

Telephone: 602 728-0707

Fax: 602 728-0708

Chief executive: DAN BLAES, PRESIDENT

Year started: 1993

Employs: 10

History: CLEAR

SIC: 8748

Line of business: Environmental consulting

D&B's Credit Limit Recommendation

How much credit should you extend?

[Learn More](#)
[View Now](#)

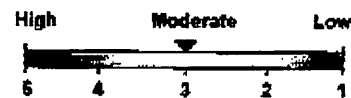
Payment Trends Profile

Payment trends and industry benchmarks

[Jump to Payment Trends](#)

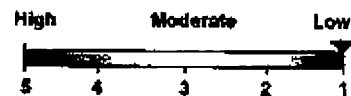
Credit Score Class: 3

Moderate risk of severe payment delinquency over next 12 months



Financial Stress Class: 1

Low risk of severe financial stress over the next 12 months



12-Month D&B PAYDEX®: 60

When weighted by dollar amount, payments to suppliers average 22 days beyond terms.



D&B Rating:

1R3

Number of employees:

1R is 10 or more employees.

Composite credit appraisal:

3 is fair.



EXECUTIVE SUMMARY

The **Financial Stress Class of 1** for this company shows that during the previous year, firms with this classification had a failure rate of 0.49% (49 per 10,000), which is lower than the national average.

The **Credit Score class of 3** for this company shows that during the previous year, 12.3% of the firms with this classification paid one or more bills severely delinquent, which is lower than the national average.

Predictive Scores	This Business	Comments
Financial Stress Class	1	Failure Rate lower than the national average
Financial Stress Score	1445	Highest Risk: 1,001; Lowest Risk: 1,850
Credit Score Class	3	Probability of Severely Delinquent Payment is lower than the national average.

Other Key Indicators

PAYDEX Scores	22 days beyond terms	Pays more slowly than the average for its Industry of 3 days beyond terms
Industry Median	3 days beyond terms	
Present management control	12 years	
UCC Filings	UCC filing(s) are not reported for this business	
Public Filings	No record of open Suit(s), Lien(s), or Judgment(s) in the D&B database	
History	Is clear	

CREDIT CAPACITY SUMMARY

D&B Rating: 1R3
Number of employees: 1R indicates 10 or more employees.
Composite credit appraisal: 3 is fair.

The 1R and 2R ratings categories reflect company size based on the total number of employees for the business. They are assigned to business files that do not contain a current financial statement. In 1R and 2R Ratings, the 2, 3, or 4 creditworthiness indicator is based on analysis by D&B of public filings, trade payments, business age and other important factors. 2 is the highest Composite Credit Appraisal a company not supplying D&B with current financial information can receive. For more information, see the D&B Rating Key.

# of Employees Total:	10	Payment Activity: (based on 9 experiences)	
		Average High Credit:	\$511
		Highest Credit:	\$2,500
		Total Highest Credit:	\$4,600

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Scores

FINANCIAL STRESS SUMMARY

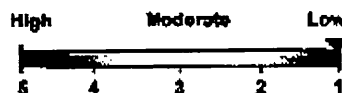
The Financial Stress Summary Model predicts the likelihood of a firm ceasing business without paying all creditors

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in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

Financial Stress Class: 1



Low risk of severe financial stress, such as a bankruptcy, over the next 12 months.

Incidence of Financial Stress

Among Businesses with this

Classification: 0.49% (49 per 10,000)

National Average 1.40% (140 per 10,000)

Financial Stress National Percentile: 58 (Highest Risk: 1; Lowest Risk: 100)

Financial Stress Score: 1445 (Highest Risk: 1,001; Lowest Risk: 1,850)

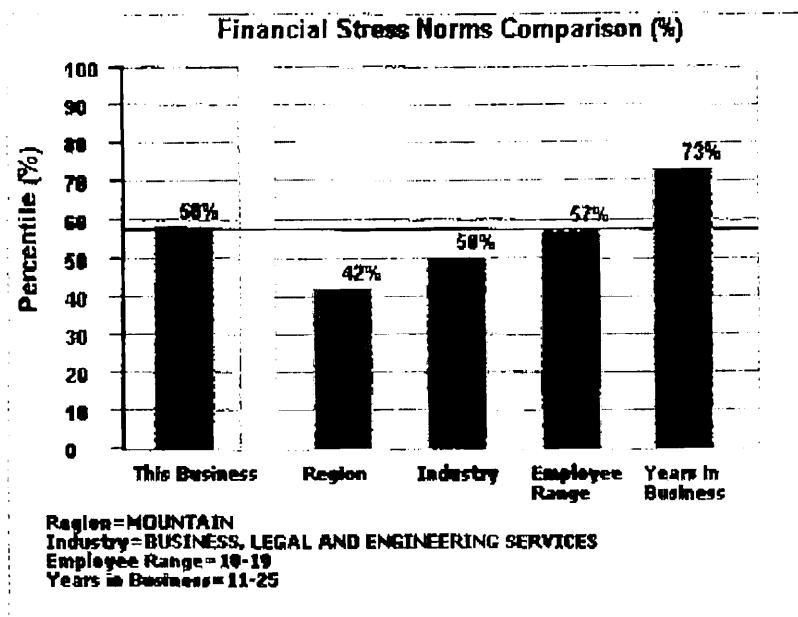
The Financial Stress Class of this business is based on the following factors:

- No record of open suit(s), lien(s), or judgement(s) in the D&B files.
- 22% of trade experiences indicate slow payment(s) are present.
- Control age or date entered in D&B files indicates higher risk.

Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The Incidence of Financial Stress shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Incidence of Financial Stress - National Average represents the national failure rate and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.
- All Financial Stress Class, Percentile, Score and Incidence statistics are based on 2002.

Norms	National %
This Business	58
Region: MOUNTAIN	42
Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES	50
Employee Range: 10-19	57
Years in Business: 11-25	73

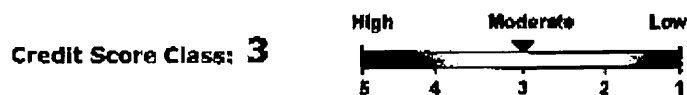


This business has a Financial Stress Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

CREDIT SCORE CLASS SUMMARY

The Credit Score class predicts the likelihood of a firm paying in a severely delinquent manner (90+ Days Past Terms) over the next twelve months. It was calculated using statistically valid models and the most recent payment information in D&B's files.



Moderate risk of severe payment delinquency over next 12 months.

Incidence of Delinquent Payment

Among Companies with this Classification: 12.30%

Credit Score Percentile: 48 (Highest Risk: 1; Lowest Risk: 100)

The Credit Score Class of this business is based on the following factors:

- 22% of trade experiences indicate slow payment(s) are present.
- No record of open suit(s), lien(s), or judgments(s) in the D&B files.
- Business does not own facilities.

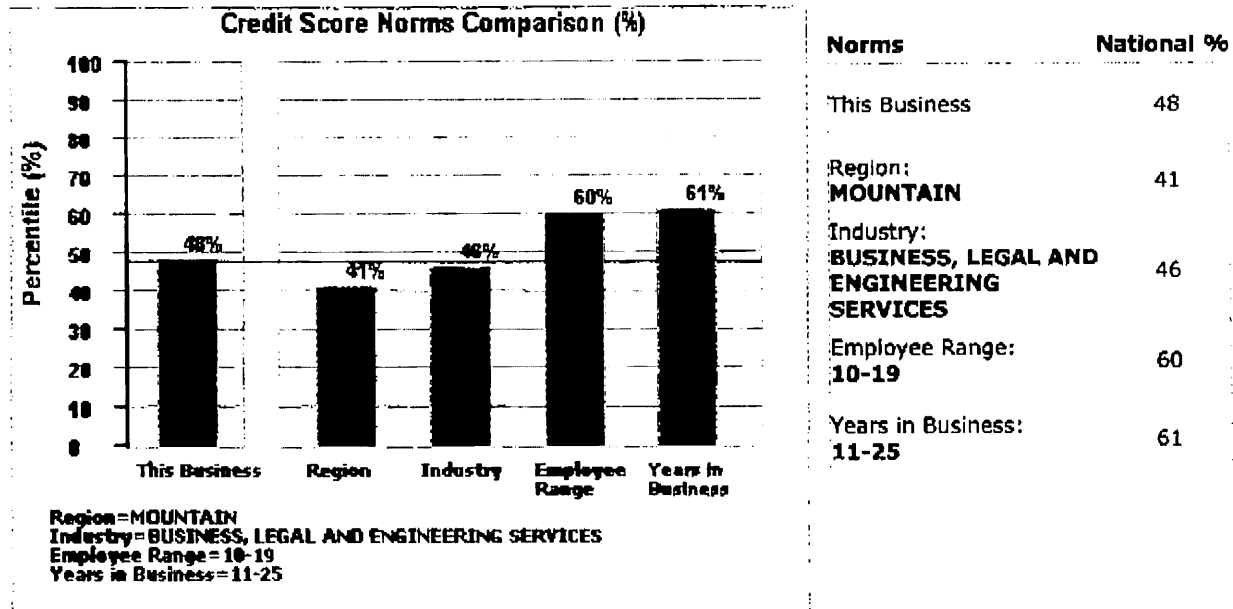
Notes:

- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 90 days past due or more by creditors. The calculation of this value is based on an inquiry weighted sample.
- The Percentile ranks this firm relative to other businesses. For example, a firm in the 80th percentile has a

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lower risk of paying in a severely delinquent manner than 79% of all scorable companies in D&B's files.



This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

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Payments

PAYMENT TRENDS

Total Payment Experiences in D&B's File: 9

Payments Within Terms: (not dollar weighted)	85%
Total Placed For Collection:	0
Average Highest Credit:	\$511
Largest High Credit:	\$2,500
Highest Now Owing:	\$100
Highest Past Due:	\$0

Current PAYDEX is:	60	equal to 22 days beyond terms
Industry Median is:	78	equal to 3 days beyond terms
Payment Trend currently is:		unchanged, compared to payments three months ago

Indications of slowness can be the result of dispute over merchandise, skipped invoices, etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

PAYDEX Scores

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Shows the D&B PAYDEX scores as calculated on the most recent 3 months and 12 months of payment experiences.

The D&B PAYDEX is a unique, dollar weighted Indicator of payment performance based on up to payment experiences as reported to D&B by trade references. A detailed explanation of how to read and interpret PAYDEX scores can be found at the end of this report.

3-Month D&B PAYDEX: 79

When weighted by dollar amount, payments to suppliers average 2 days beyond terms.



Based on payments collected over last 3 months.

12-Month D&B PAYDEX: 60

When weighted by dollar amount, payments to suppliers average 22 days beyond terms.

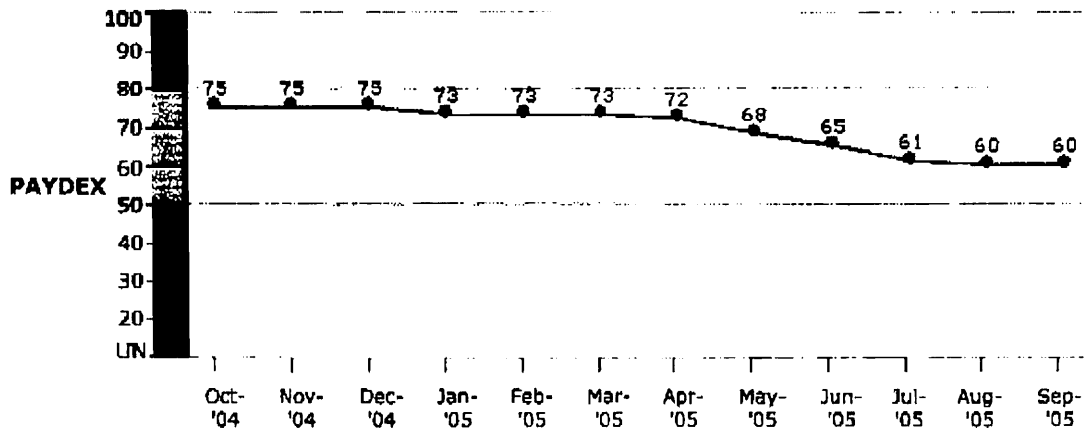


Based on payments collected over last 12 months.

PAYDEX Yearly Trend**12 Month PAYDEX Scores Comparison to Industry**

	10/04	11/04	12/04	1/05	2/05	3/05	4/05	5/05	6/05	7/05	8/05	9/05
This Business	75	75	75	73	73	73	72	68	65	61	60	60
Industry Quartiles												
Upper			80			80			80		80	
Median			78			78			78		78	
Lower			68			68			69		68	

Shows the trend in D&B PAYDEX scoring over the past 12 months.

**Last 12 Months**

Based on payments collected over the last 12 months.

- Current PAYDEX for this Business is 60, or equal to 22 days beyond terms
- The 12-month high is 75, or equal to 8 days beyond terms
- The 12-month low is 60, or equal to 22 days beyond terms

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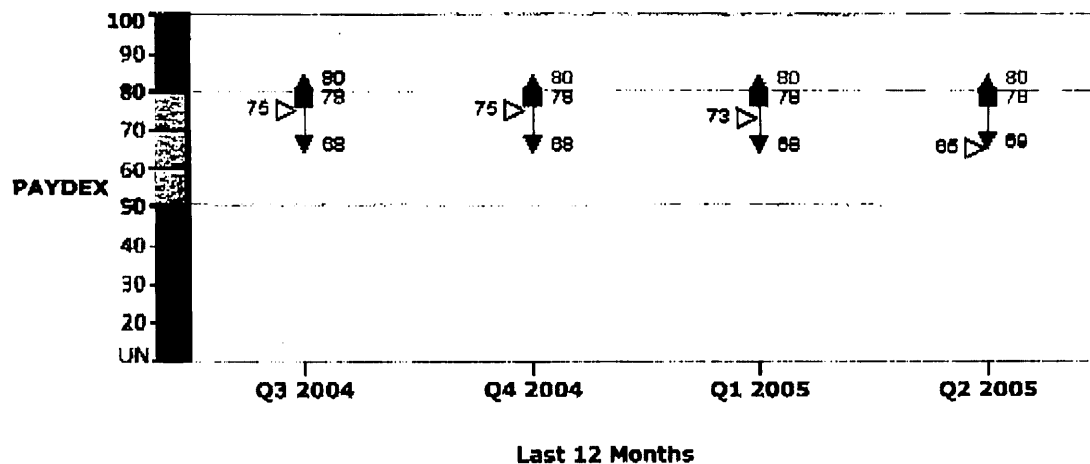
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PAYDEX Comparison to Industry

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Environmental consulting, based on SIC code 8748.

Quarterly PAYDEX Scores Comparison to Industry

Previous Year					Current Year				
	9/03	12/03	3/04	6/04		9/04	12/04	3/05	6/05
This Business	UN	78	79	75	This Business	75	75	73	65
Industry Quartiles					Industry Quartiles				
Upper	80	80	80	80	Upper	80	80	80	80
Median	78	78	78	78	Median	78	78	78	78
Lower	69	69	69	69	Lower	68	68	68	69



Based on payments collected over the last 4 quarters.

Score Comparison Key:			
▶	This Business	▲	Industry upper quartile
■	Industry median	▼	Industry lower quartile

- Current **PAYDEX** for this Business is **60**, or equal to 22 days beyond terms
- The present industry **median score** is **78**, or equal to 3 days beyond terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile
- Industry lower quartile represents the performance of the payers in the 25th percentile

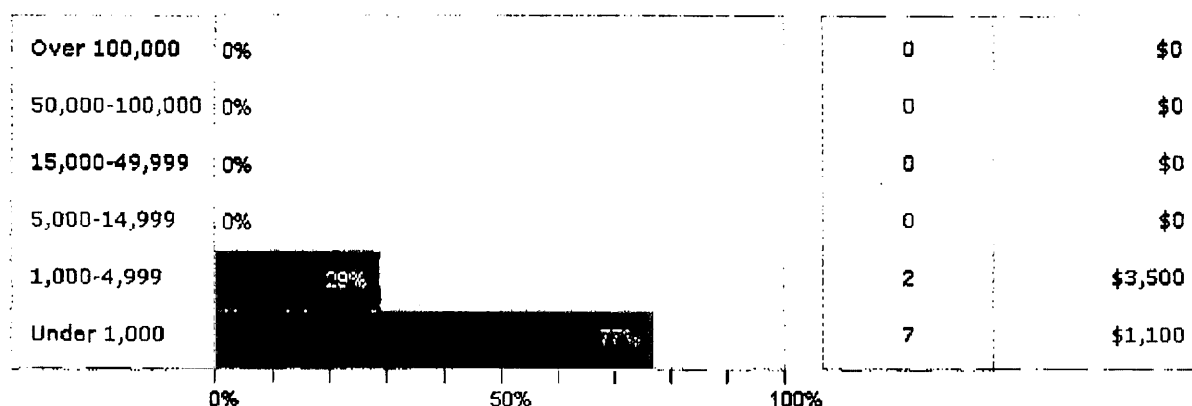
Payment Habits

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences used to calculate the percentage, and the total dollar value of the credit extended.

\$ Credit Extended	% of Payments Within Terms	# Payment Experiences	\$ Total Dollar Amount
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Based on payments collected over the last 12 months.

Payment experiences reflect how bills are met in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc.

PAYMENT SUMMARY

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 9 payment experiences in D&B's file for the most recent 12 months, with 7 experiences reported during the last three month period.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	Total Rcv'd (#)	Total Dollar Amts (\$)	Largest High Credit (\$)	Within Terms (%)	Days Slow <31 31-60 61-90 90> (%)			
Top industries:								
Nonclassified	2	500	250	100	0	0	0	0
Help supply service	1	2,500	2,500	0	50	50	0	0
Radiotelephone commun	1	1,000	1,000	100	0	0	0	0
Whol electrical equip	1	250	250	0	100	0	0	0
Data processing svcs	1	100	100	100	0	0	0	0
Whol plastic material	1	100	100	100	0	0	0	0
Telephone communicatns	1	100	100	100	0	0	0	0
Reg misc coml sector	1	50	50	100	0	0	0	0
Other payment categories:								
Cash experiences	0	0	0					
Payment record unknown	0	0	0					
Unfavorable comments	0	0	0					
Placed for collections:								
With D&B	0	0	0					
Other	0	N/A	0					
Total in D&B's file	9	2,500	2,500	100	0	0	0	0

The highest **Now Owes** on file is \$100 The highest **Past Due** on file is \$0

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed. Indications of slowness can be result of dispute over merchandise, skipped invoices, etc.

PAYMENT DETAILS

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Detailed payment history

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
08/05	Ppt	1,000	0	0	N30	4-5 mos
07/05	Ppt	250	0	0		4-5 mos
	Ppt	250	0	0		6-12 mos
	Ppt	100	100	0		1 mo
	Ppt	100	0	0		2-3 mos
	Ppt	100	0	0		6-12 mos
	Slow 5	250	0	0	N30	2-3 mos
03/05	Slow 30-60	2,500	0	0	N30	6-12 mos
	(009)	50				6-12 mos
	Satisfactory.					

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

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Public Filings**PUBLIC FILINGS**

A check of D&B's public records database indicates that no filings were found for BLAES ENVIRONMENTAL MANAGEMENT INC at 1433 N 3rd Ave, Phoenix AZ.

D&B's extensive database of public record information is updated daily to ensure timely reporting of changes and additions. It includes business-related suits, liens, judgments, bankruptcies, UCC financing statements and business registrations from every state and the District of Columbia, as well as select filing types from Puerto Rico and the U.S. Virgin Islands.

D&B collects public records through a combination of court reporters, third parties and direct electronic links with federal and local authorities. Its database of U.S. business-related filings is now the largest of its kind.

GOVERNMENT ACTIVITY**Activity summary**

Borrower (Dir/Guar):	NO
Administrative debt:	NO
Contractor:	NO
Grantee:	NO
Party excluded from federal program(s):	NO

Possible candidate for socio-economic program consideration

Labor surplus area:	YES (2005)
Small Business:	YES (2005)
8(A) firm:	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

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History & Operations

HISTORY

The following information was reported **06/28/2005**:

Officer(s): DAN BLAES, PRESIDENT

DIRECTOR(S): THE OFFICER(S)

Business started 1993 by Dan Blaes. 100% of capital stock is owned by Dan Blaes.

DAN BLAES. Antecedents not available.

Business address has changed from 8649 E Royal Palm Rd Ste 124, Scottsdale, AZ, 85258 to 202 E Earll Dr, Ste 478, Phoenix, AZ, 85012.

Business address has changed from 202 E Earll Dr, Ste 478, Phoenix, AZ, 85012 to 1433 N 3rd Ave, Phoenix, AZ, 85003.

BUSINESS REGISTRATION

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF AUG 29 2005:

Registered Name: BLAES ENVIRONMENTAL MANAGEMENT, INC.

Business type: CORPORATION

Corporation type: PROFIT

Date incorporated: OCT 01 1993

State of incorporation: ARIZONA

Filing date: OCT 01 1993

Registration ID: 07026024

Duration: PERPETUAL

Status: ACTIVE/IN GOOD
STANDING

Where filed: CORPORATION COMMISSION, PHOENIX, AZ

Registered agent: MICHAEL MILLS, 1433 N 3RD AVE, PHOENIX, AZ, 850030000

Principals: DANIEL M BLAES, PRESIDENT/CEO, 1433 N 3RD AVE, PHOENIX, AZ, 850030000
DONNA M DONAHUE, SECRETARY, 1812 W F ST, BELLEVILLE, IL, 622210000

OPERATIONS

06/28/2005

Description: Operates as an environmental consulting firm.

Sells to petroleum refineries and municipalities. Territory : Regional.

Employees: 10 which includes officer(s).

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Facilities: Leases premises in a building.

SIC & NAICS**SIC:**

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code.

NAICS:

541690 Other Scientific and Technical Consulting Services

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

87489905 Environmental consultant

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D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

Based on this number of establishments: 33

Industry Norms based on 33 establishments

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	4.6	UN
Return on Net Worth	UN	31.0	UN
Short-Term Solvency			
Current Ratio	UN	2.0	UN
Quick Ratio	UN	1.8	UN
Efficiency			
Assets Sales	UN	34.9	UN
Sales / Net Working Capital	UN	6.5	UN
Utilization			
Total Liabs / Net Worth	UN	88.6	UN

UN = Unavailable

FINANCE

06/28/2005

On June 21, 2005 a telephone call to the business and outside sources confirmed a valid telephone number and address.

CUSTOMER SERVICE

If you have questions about this report, please call our Customer Resource Center at 1.800.234.3867 from anywhere within the U.S. If you are outside the U.S. contact your local D&B office.

*** Additional Decision Support Available ***

Additional D&B products, monitoring services and specialized investigations are available to help you evaluate this company or its industry. Call Dun & Bradstreet's Customer Resource Center at 1.800.234.3867 from anywhere within the U.S. or visit our website at www.dnb.com.

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